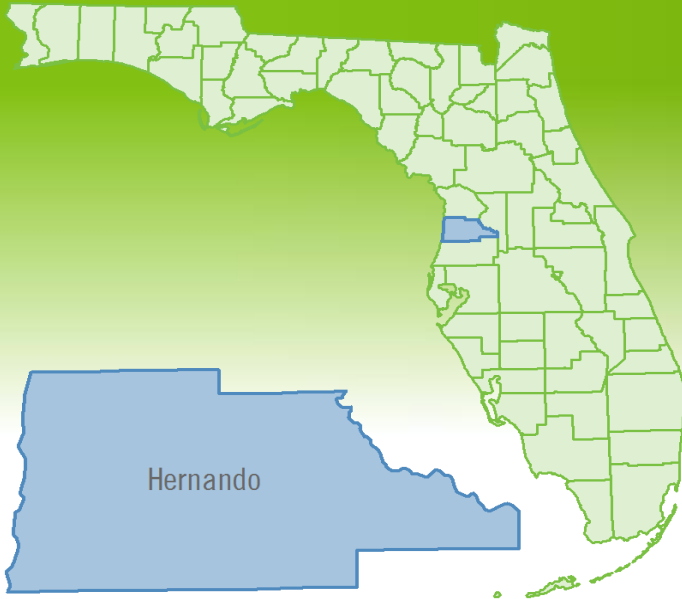


# Monthly Market Detail - January 2018

## Single Family Homes

### Hernando County



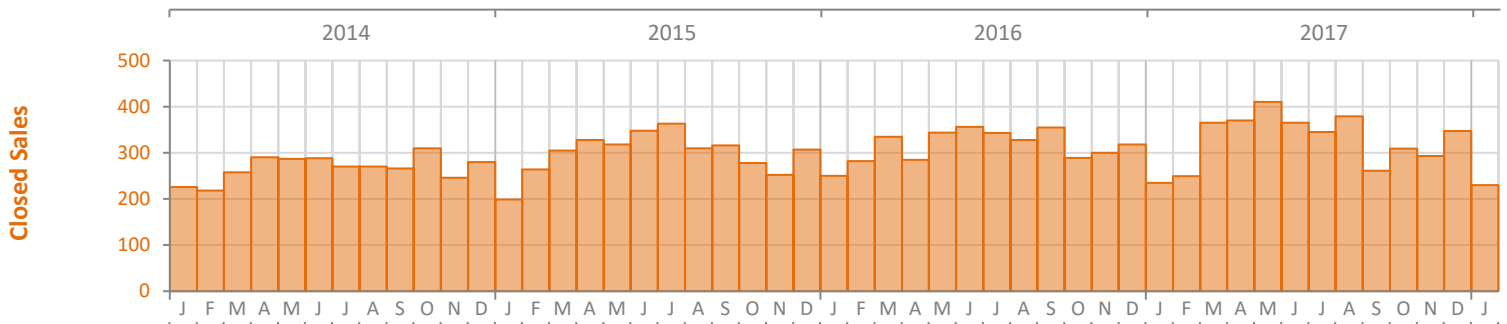
Summary Statistics	January 2018	January 2017	Percent Change Year-over-Year
Closed Sales	230	235	-2.1%
Paid in Cash	62	79	-21.5%
Median Sale Price	\$155,000	\$138,700	11.8%
Average Sale Price	\$170,401	\$152,059	12.1%
Dollar Volume	\$39.2 Million	\$35.7 Million	9.7%
Median Percent of Original List Price Received	97.0%	95.3%	1.8%
Median Time to Contract	33 Days	36 Days	-8.3%
Median Time to Sale	79 Days	85 Days	-7.1%
New Pending Sales	383	330	16.1%
New Listings	427	450	-5.1%
Pending Inventory	522	476	9.7%
Inventory (Active Listings)	997	1,072	-7.0%
Months Supply of Inventory	3.0	3.4	-11.8%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>230</b>	<b>-2.1%</b>
<b>January 2018</b>	<b>230</b>	<b>-2.1%</b>
December 2017	347	9.1%
November 2017	293	-2.3%
October 2017	309	6.9%
September 2017	261	-26.5%
August 2017	379	15.5%
July 2017	345	0.6%
June 2017	365	2.5%
May 2017	410	19.2%
April 2017	370	29.8%
March 2017	365	9.0%
February 2017	249	-11.7%
January 2017	235	-6.0%

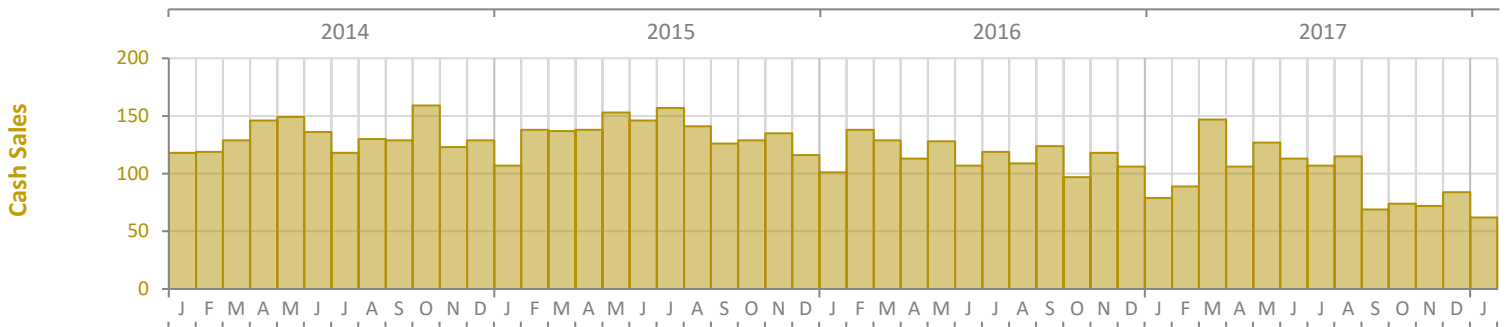


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>62</b>	<b>-21.5%</b>
<b>January 2018</b>	<b>62</b>	<b>-21.5%</b>
December 2017	84	-20.8%
November 2017	72	-39.0%
October 2017	74	-23.7%
September 2017	69	-44.4%
August 2017	115	5.5%
July 2017	107	-10.1%
June 2017	113	5.6%
May 2017	127	-0.8%
April 2017	106	-6.2%
March 2017	147	14.0%
February 2017	89	-35.5%
January 2017	79	-21.8%

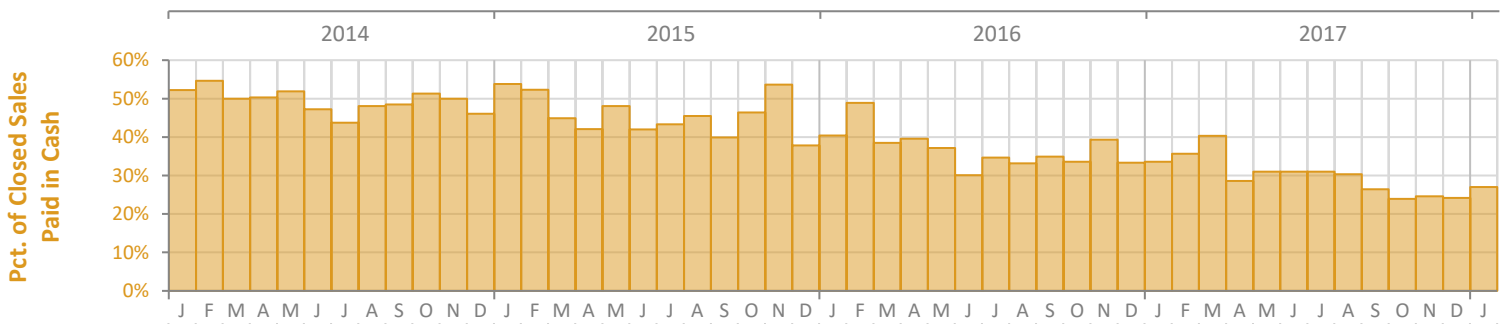


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>27.0%</b>	<b>-19.6%</b>
<b>January 2018</b>	<b>27.0%</b>	<b>-19.6%</b>
December 2017	24.2%	-27.3%
November 2017	24.6%	-37.4%
October 2017	23.9%	-28.9%
September 2017	26.4%	-24.4%
August 2017	30.3%	-8.7%
July 2017	31.0%	-10.7%
June 2017	31.0%	3.0%
May 2017	31.0%	-16.7%
April 2017	28.6%	-27.8%
March 2017	40.3%	4.7%
February 2017	35.7%	-27.0%
January 2017	33.6%	-16.8%

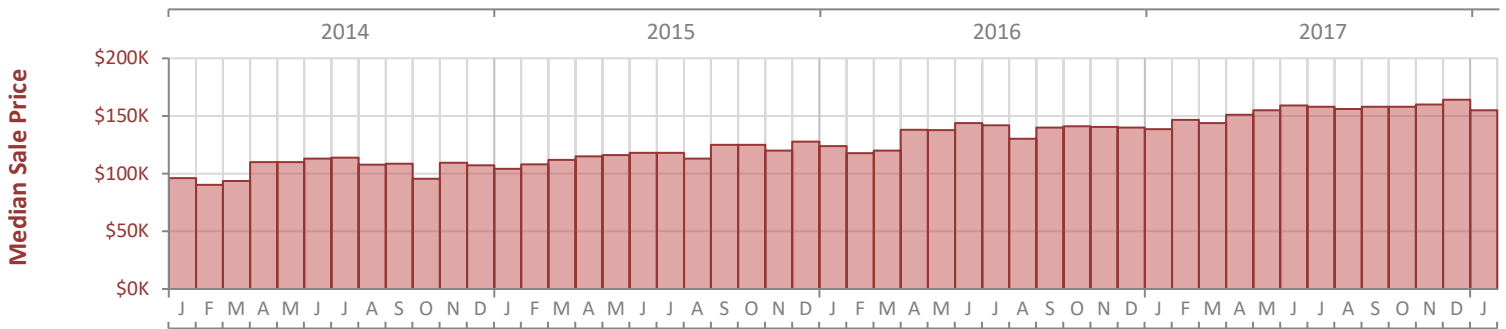


## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>\$155,000</b>	<b>11.8%</b>
<b>January 2018</b>	<b>\$155,000</b>	<b>11.8%</b>
December 2017	\$164,000	17.2%
November 2017	\$160,000	13.9%
October 2017	\$158,000	12.1%
September 2017	\$158,000	12.9%
August 2017	\$156,000	19.8%
July 2017	\$157,900	11.2%
June 2017	\$159,000	10.6%
May 2017	\$155,000	12.6%
April 2017	\$151,000	9.4%
March 2017	\$143,900	19.9%
February 2017	\$146,500	24.4%
January 2017	\$138,700	11.9%

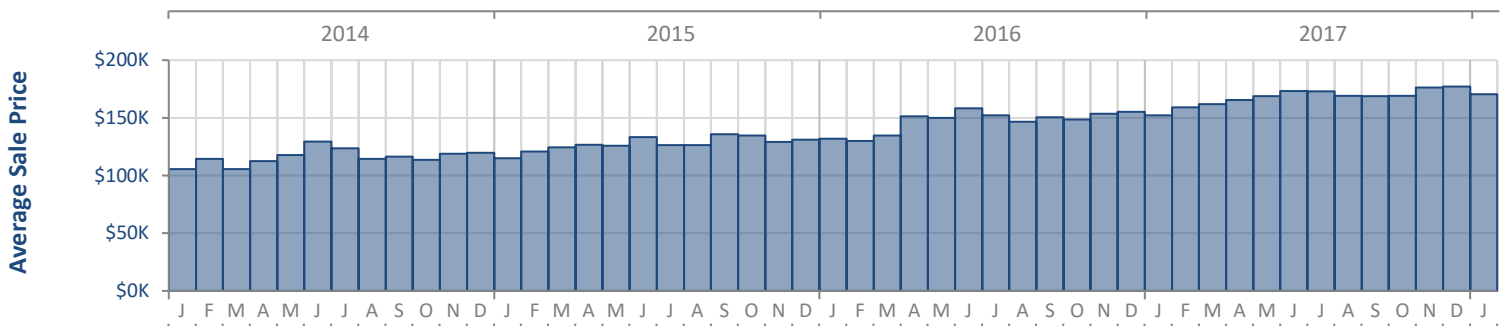


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>\$170,401</b>	<b>12.1%</b>
<b>January 2018</b>	<b>\$170,401</b>	<b>12.1%</b>
December 2017	\$177,258	14.1%
November 2017	\$176,375	14.9%
October 2017	\$169,084	13.9%
September 2017	\$168,773	12.1%
August 2017	\$169,160	15.4%
July 2017	\$172,921	13.6%
June 2017	\$173,211	9.5%
May 2017	\$168,865	12.7%
April 2017	\$165,464	9.3%
March 2017	\$161,782	20.2%
February 2017	\$159,072	22.5%
January 2017	\$152,059	15.2%

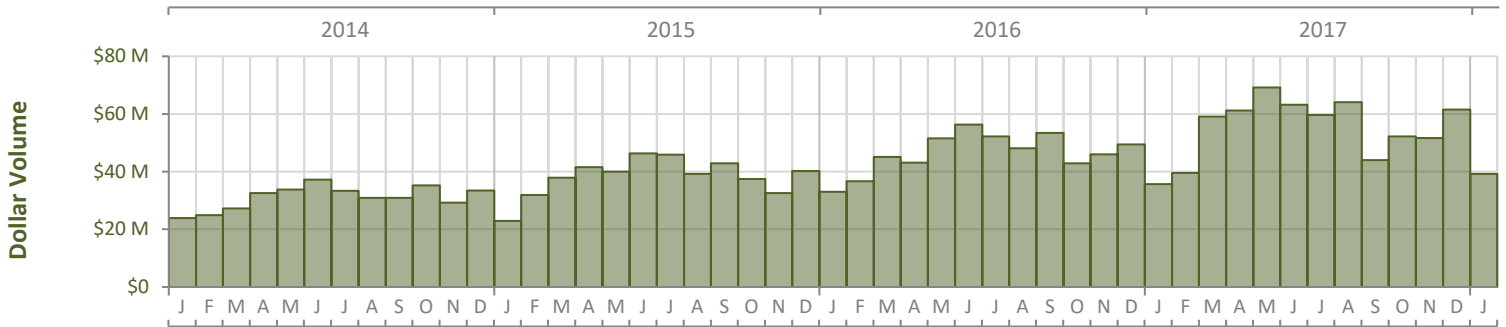


## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>\$39.2 Million</b>	<b>9.7%</b>
<b>January 2018</b>	<b>\$39.2 Million</b>	<b>9.7%</b>
December 2017	\$61.5 Million	24.5%
November 2017	\$51.7 Million	12.2%
October 2017	\$52.2 Million	21.8%
September 2017	\$44.0 Million	-17.6%
August 2017	\$64.1 Million	33.4%
July 2017	\$59.7 Million	14.3%
June 2017	\$63.2 Million	12.2%
May 2017	\$69.2 Million	34.3%
April 2017	\$61.2 Million	41.9%
March 2017	\$59.1 Million	31.0%
February 2017	\$39.6 Million	8.1%
January 2017	\$35.7 Million	8.3%

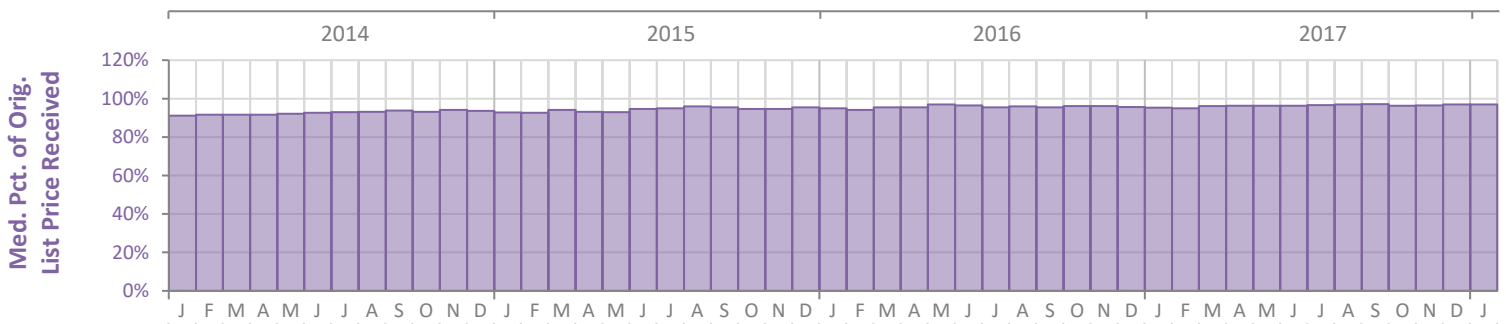


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>97.0%</b>	<b>1.8%</b>
<b>January 2018</b>	<b>97.0%</b>	<b>1.8%</b>
December 2017	96.9%	1.3%
November 2017	96.5%	0.4%
October 2017	96.3%	0.2%
September 2017	97.2%	1.8%
August 2017	97.0%	1.0%
July 2017	96.7%	1.3%
June 2017	96.3%	-0.1%
May 2017	96.3%	-0.6%
April 2017	96.3%	0.8%
March 2017	96.2%	0.7%
February 2017	94.9%	0.9%
January 2017	95.3%	0.4%

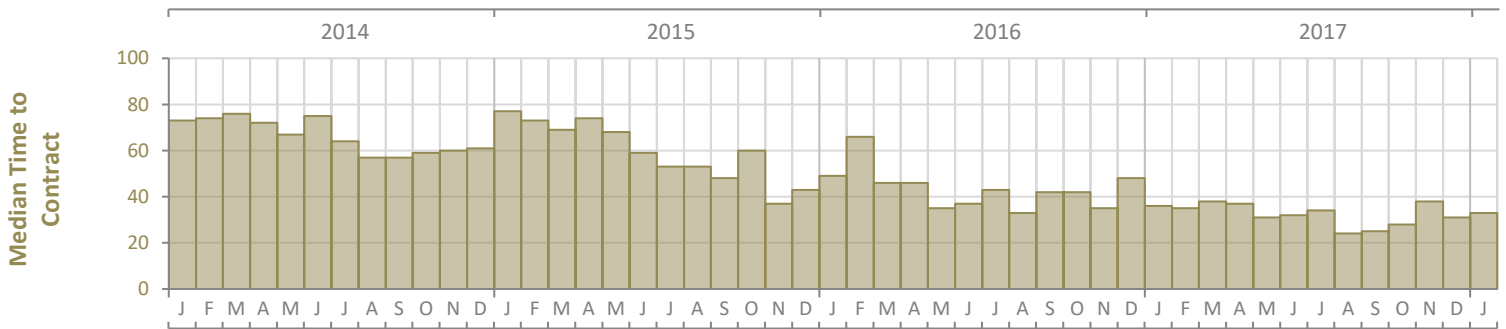


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>33 Days</b>	<b>-8.3%</b>
<b>January 2018</b>	<b>33 Days</b>	<b>-8.3%</b>
December 2017	31 Days	-35.4%
November 2017	38 Days	8.6%
October 2017	28 Days	-33.3%
September 2017	25 Days	-40.5%
August 2017	24 Days	-27.3%
July 2017	34 Days	-20.9%
June 2017	32 Days	-13.5%
May 2017	31 Days	-11.4%
April 2017	37 Days	-19.6%
March 2017	38 Days	-17.4%
February 2017	35 Days	-47.0%
January 2017	36 Days	-26.5%

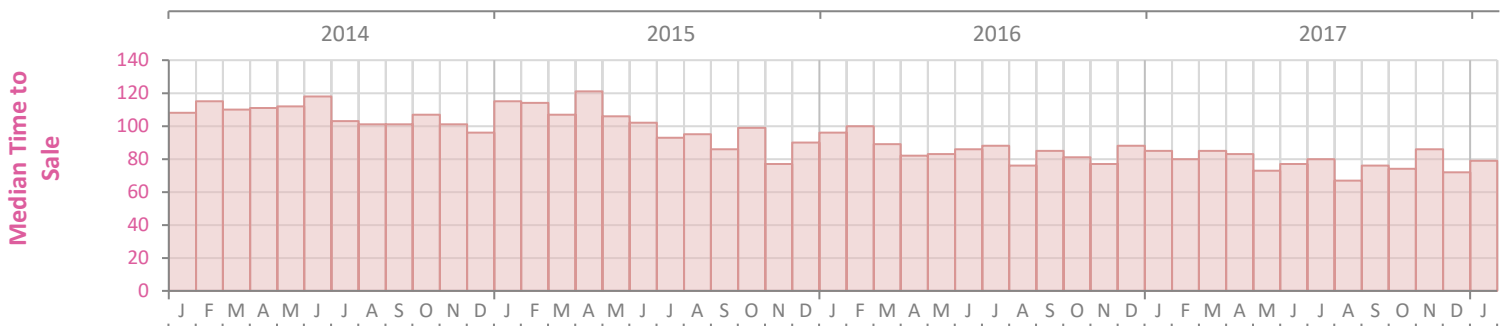


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>79 Days</b>	<b>-7.1%</b>
<b>January 2018</b>	<b>79 Days</b>	<b>-7.1%</b>
December 2017	72 Days	-18.2%
November 2017	86 Days	11.7%
October 2017	74 Days	-8.6%
September 2017	76 Days	-10.6%
August 2017	67 Days	-11.8%
July 2017	80 Days	-9.1%
June 2017	77 Days	-10.5%
May 2017	73 Days	-12.0%
April 2017	83 Days	1.2%
March 2017	85 Days	-4.5%
February 2017	80 Days	-20.0%
January 2017	85 Days	-11.5%



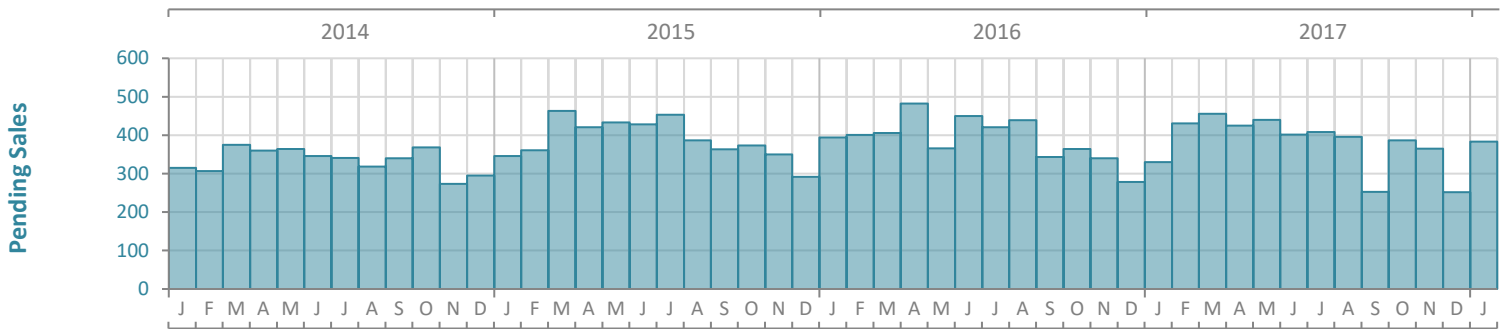


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>383</b>	<b>16.1%</b>
<b>January 2018</b>	<b>383</b>	<b>16.1%</b>
December 2017	252	-9.4%
November 2017	365	7.4%
October 2017	387	6.3%
September 2017	253	-26.2%
August 2017	396	-9.8%
July 2017	408	-3.1%
June 2017	402	-10.7%
May 2017	440	20.2%
April 2017	425	-11.8%
March 2017	456	12.3%
February 2017	431	7.5%
January 2017	330	-16.2%

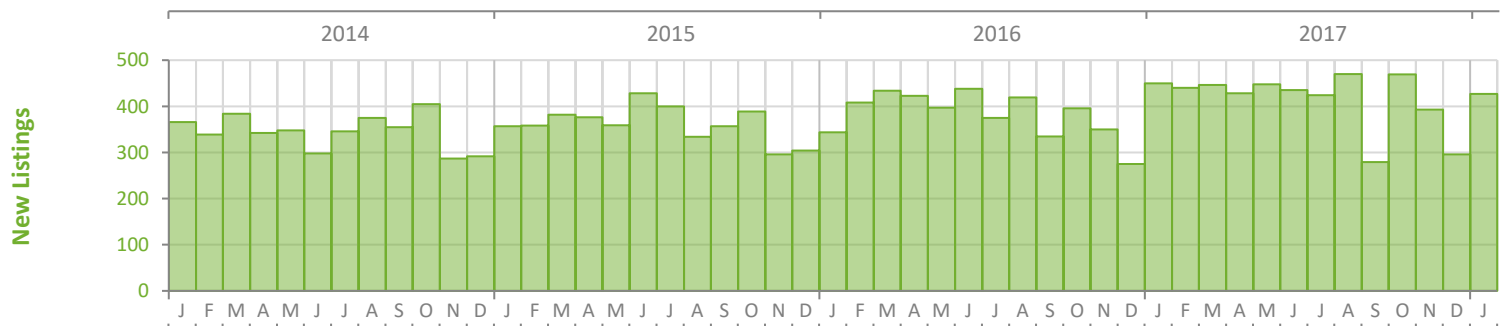


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>427</b>	<b>-5.1%</b>
<b>January 2018</b>	<b>427</b>	<b>-5.1%</b>
December 2017	296	7.6%
November 2017	393	12.3%
October 2017	469	18.4%
September 2017	279	-16.7%
August 2017	470	12.2%
July 2017	424	13.1%
June 2017	435	-0.7%
May 2017	448	12.8%
April 2017	428	1.2%
March 2017	446	2.8%
February 2017	440	7.8%
January 2017	450	30.8%

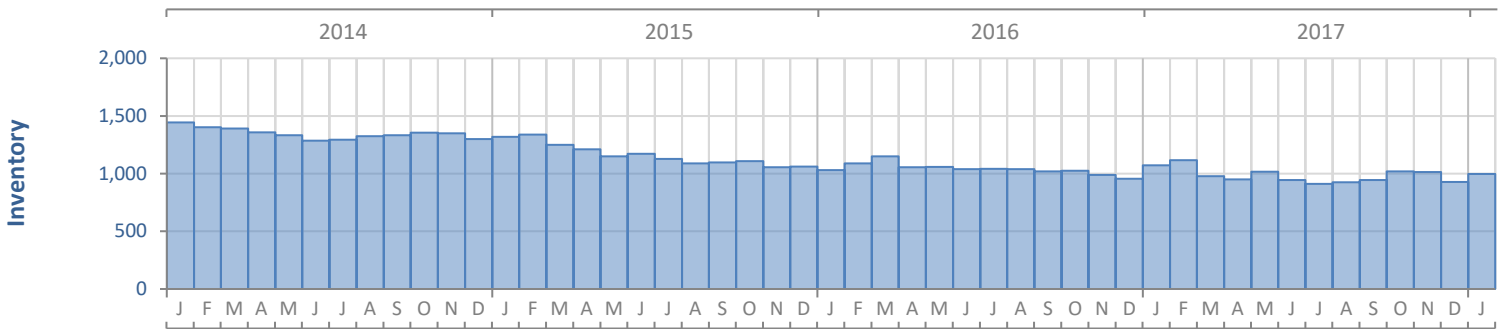


## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
<b>YTD (Monthly Avg)</b>	<b>997</b>	<b>-7.0%</b>
<b>January 2018</b>	<b>997</b>	<b>-7.0%</b>
December 2017	929	-2.7%
November 2017	1,015	2.7%
October 2017	1,020	-0.6%
September 2017	945	-7.4%
August 2017	926	-10.9%
July 2017	910	-12.8%
June 2017	944	-9.2%
May 2017	1,016	-4.1%
April 2017	950	-10.1%
March 2017	977	-15.1%
February 2017	1,118	2.6%
January 2017	1,072	3.9%

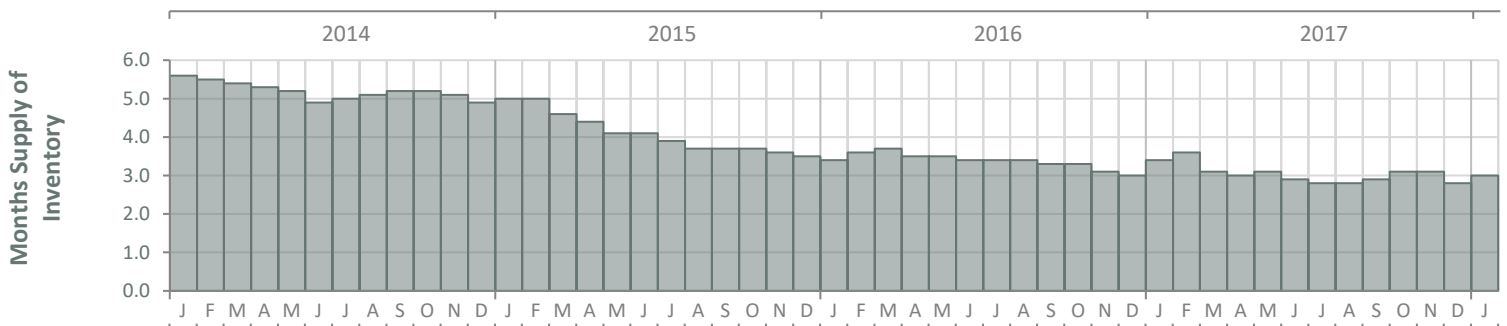


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
<b>YTD (Monthly Avg)</b>	<b>3.0</b>	<b>-11.8%</b>
<b>January 2018</b>	<b>3.0</b>	<b>-11.8%</b>
December 2017	2.8	-6.7%
November 2017	3.1	0.0%
October 2017	3.1	-6.1%
September 2017	2.9	-12.1%
August 2017	2.8	-17.6%
July 2017	2.8	-17.6%
June 2017	2.9	-14.7%
May 2017	3.1	-11.4%
April 2017	3.0	-14.3%
March 2017	3.1	-16.2%
February 2017	3.6	0.0%
January 2017	3.4	0.0%

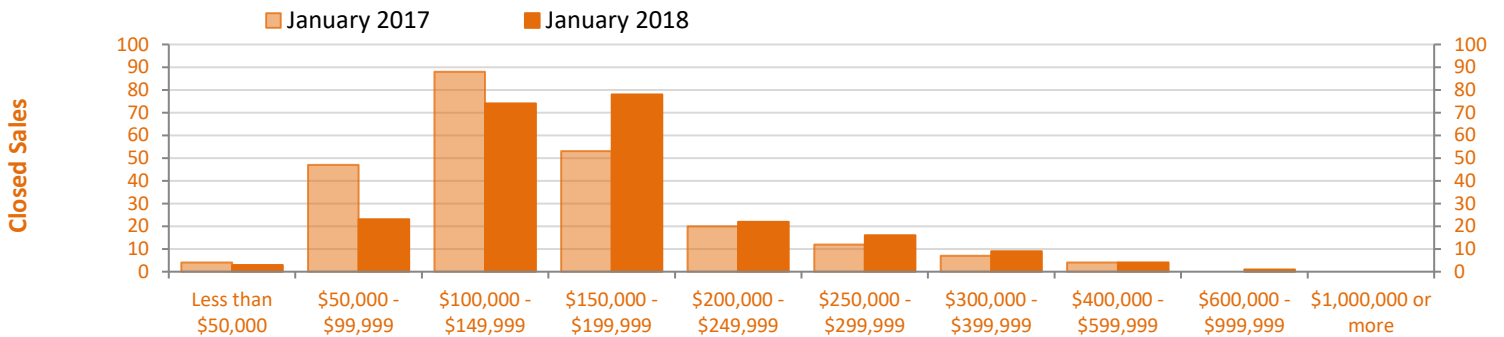


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	3	-25.0%
\$50,000 - \$99,999	23	-51.1%
\$100,000 - \$149,999	74	-15.9%
\$150,000 - \$199,999	78	47.2%
\$200,000 - \$249,999	22	10.0%
\$250,000 - \$299,999	16	33.3%
\$300,000 - \$399,999	9	28.6%
\$400,000 - \$599,999	4	0.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

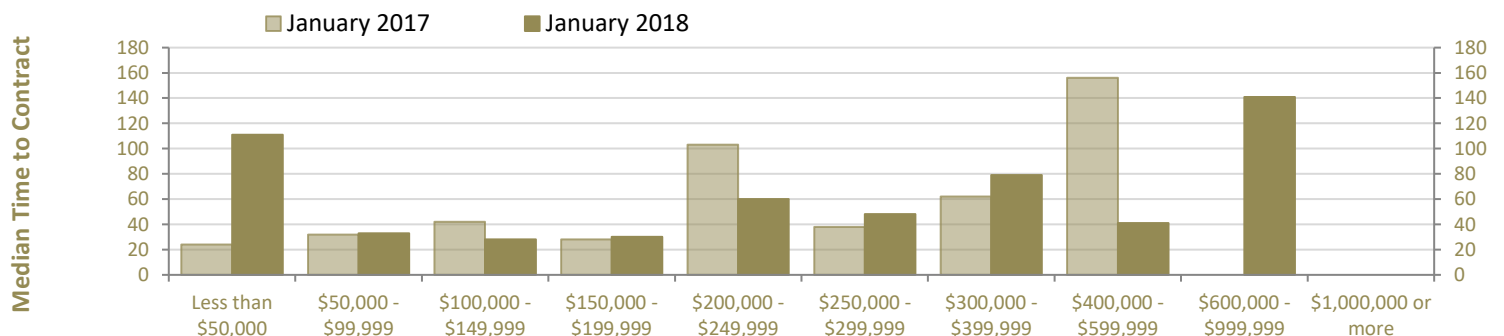


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	111 Days	362.5%
\$50,000 - \$99,999	33 Days	3.1%
\$100,000 - \$149,999	28 Days	-33.3%
\$150,000 - \$199,999	30 Days	7.1%
\$200,000 - \$249,999	60 Days	-41.7%
\$250,000 - \$299,999	48 Days	26.3%
\$300,000 - \$399,999	79 Days	27.4%
\$400,000 - \$599,999	41 Days	-73.7%
\$600,000 - \$999,999	141 Days	N/A
\$1,000,000 or more	(No Sales)	N/A



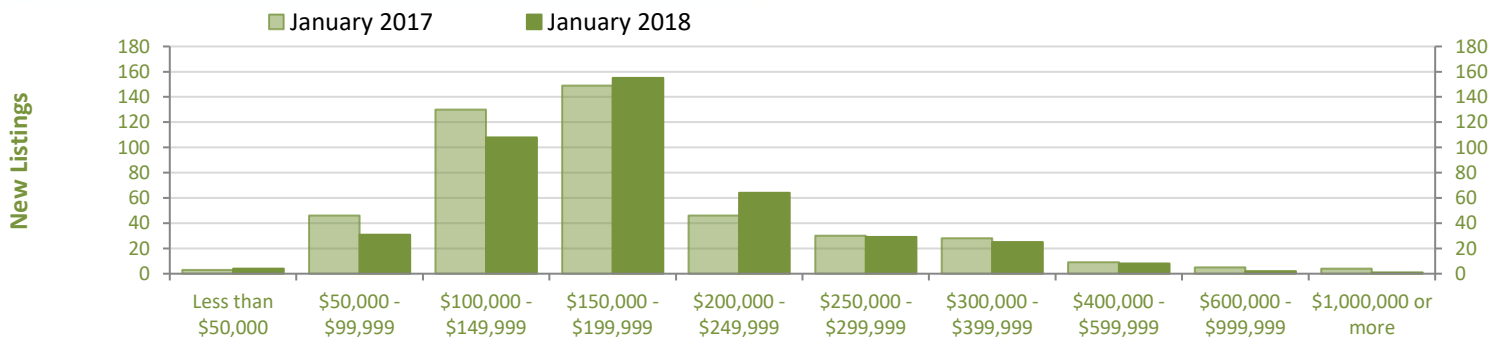


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	4	33.3%
\$50,000 - \$99,999	31	-32.6%
\$100,000 - \$149,999	108	-16.9%
\$150,000 - \$199,999	155	4.0%
\$200,000 - \$249,999	64	39.1%
\$250,000 - \$299,999	29	-3.3%
\$300,000 - \$399,999	25	-10.7%
\$400,000 - \$599,999	8	-11.1%
\$600,000 - \$999,999	2	-60.0%
\$1,000,000 or more	1	-75.0%

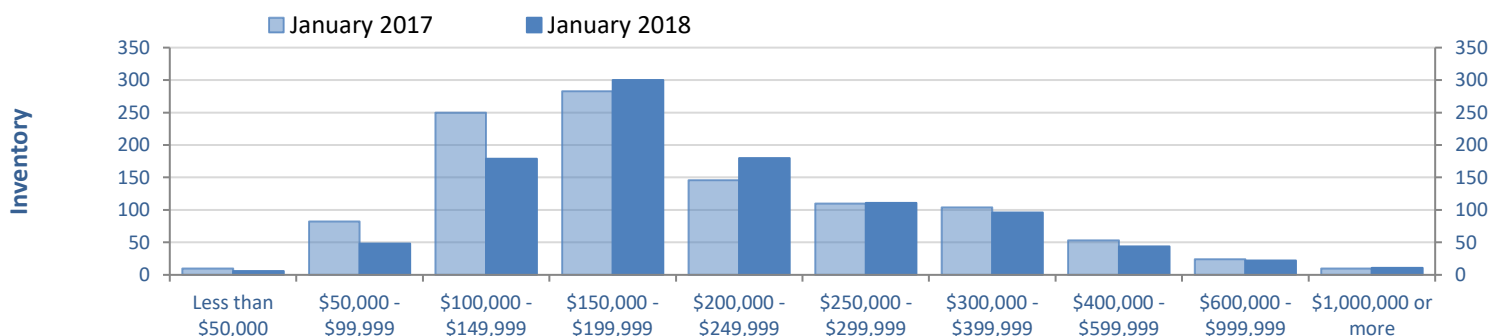


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

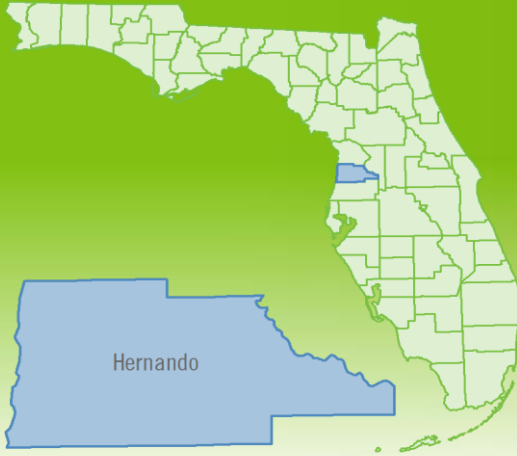
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	6	-40.0%
\$50,000 - \$99,999	48	-41.5%
\$100,000 - \$149,999	179	-28.4%
\$150,000 - \$199,999	300	6.0%
\$200,000 - \$249,999	180	23.3%
\$250,000 - \$299,999	111	0.9%
\$300,000 - \$399,999	96	-7.7%
\$400,000 - \$599,999	44	-17.0%
\$600,000 - \$999,999	22	-8.3%
\$1,000,000 or more	11	10.0%



# Monthly Distressed Market - January 2018

## Single Family Homes

### Hernando County



		January 2018	January 2017	Percent Change Year-over-Year
Traditional	Closed Sales	205	202	1.5%
	Median Sale Price	\$162,990	\$142,000	14.8%
Foreclosure/REO	Closed Sales	18	28	-35.7%
	Median Sale Price	\$112,450	\$101,543	10.7%
Short Sale	Closed Sales	7	5	40.0%
	Median Sale Price	\$119,900	\$265,000	-54.8%

